

FISCAL 2019 YEAR END TOTAL TRT COLLECTIONS





Projected FY19 TRT was \$9,563,804

Additional TRT Allocations

City of Bend - \$419,573

Tourism Promotion Fund - \$190,272

Hotel Industry Occupancy Report (STR)

2015 2014/16 88.5% 87.1% 72.9% 63.7% 46.6% 50.8% 48.9% 50.9% 64.2% 67.5% 77.5% 72.4% 83.2% 62.2%	Occupancy	/ (%)													
2018 2018/16 00.4% 04.6% 03.3% 05.7% 51.2% 52.3%			Jul		Sep	Oct	Nov	Dec		Feb	Mar		May	Jun	FY total
2017 2016/17 88.8% 86.2% 84.8% 74.1% 89.3% 49.9% 52.3% 92.3% 97.1% 06.8% 06.9% 77.0% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 70.8% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 70.8% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 70.8% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 70.8% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 70.8% 72.4% 83.2% 02.20 2019/20 84.9% 68.6% 69.5% 40.5% 40.5% 50.0% 40.5% 62.8% 67.0% 72.4% 60.7% 40.5% 60.0% 40.5% 62.8% 67.0% 72.4% 60.7% 40.5% 60.0% 40.0%															66.5%
2018 2014718 88.2% 85.3% 70.2% 69.3% 49.9% 52.3% 48.5% 54.6% 68.9% 70.8% 70.8% 72.4% 83.2% 62.00 201479 83.2% 69.2% 69.3% 49.9% 52.3% 50.7% 60.0															69.3%
2019 2019/20 83.2% 83.8% 80.0% 69.7% 52.3% 50.7% 48.5% 50.0% 62.2% 67.5% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 62.20% 72.4% 80.7% 72.4% 80															70.9%
ADRIC 2019/20 84.9% 84.6% 1.0% -100.0% -10															68.6%
ADR(S) AUS 1.0% 1.00.0% -100.					80.0%	69.7%	52.3%	50.7%	48.5%	50.0%	62.8%	67.5%	72.4%	80.7%	66.8%
Apr	2020	2019/20													84.8%
2015 2014/16 \$197.96			2.0%	1.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	27.0%
2015 2014/15 \$137.93 \$139.80 \$115.72 \$107.07 \$98.23 \$99.56 \$99.17 \$102.78 \$107.96 \$105.66 \$115.13 \$130.19 \$1 \$1 \$2016 \$2015/16 \$1515.10 \$147.86 \$123.41 \$111.16 \$97.57 \$100.10 \$99.44 \$101.00 \$105.15 \$105.17 \$105.66 \$125.50 \$148.29 \$1 \$1 \$2017 \$2016/17 \$165.55 \$155.43 \$155.43 \$114.02 \$102.54 \$103.39 \$105.15 \$105.77 \$105.66 \$125.50 \$148.29 \$1 \$1 \$2019 \$2019/19 \$13.43 \$157.218 \$155.43 \$155.43 \$155.43 \$155.43 \$155.43 \$155.43 \$155.43 \$155.43 \$155.43 \$102.54 \$102.54 \$103.30 \$103.70 \$101.77 \$105.66 \$125.50 \$146.29 \$1 \$1 \$2019 \$1 \$2019/19 \$13.43 \$172.18 \$157.29 \$105.53 \$102.59 \$102.54 \$103.30 \$103.70 \$107.77 \$105.66 \$125.50 \$146.29 \$1 \$1 \$102.09 \$	ADR (\$)														
2016 2016/16 \$151.10 \$147.86 \$123.41 \$111.16 \$97.57 \$10.010 \$99.44 \$101.90 \$105.15 \$110.17 \$119.19 \$133.92 \$1 \$10.17 \$10.000 \$120.000 \$140.0000 \$140.0000 \$															FY tota
2017 20161/7 \$163.54 \$155.43 \$129.24 \$113.94 \$101.84 \$101.8 \$190.39 \$99.8 \$130.70 \$110.77 \$108.96 \$12.50 \$146.29 \$120.19 \$172.18 \$167.86 \$129.24 \$151.94 \$101.89 \$101.84 \$101.18 \$101.84 \$110.18 \$110.44 \$111.60 \$113.41 \$127.09 \$150.53 \$100.99 \$100.															\$115.96
2018 2017/18 S170-15 S175-86 S129-24 S113-94 S101-18 S100-29 S10-14 S10-184 S110-184 S110-16 S115-16 S125-142 S151-64 S10-29 S174-183 S172-18 S167-85 S130-20 S115-61 S100-95 S100-29 S10-10 S100-95															\$120.50
2019 2019/19 \$172.18 \$167.86 \$130.20 \$115.61 \$100.95 \$100.29 \$100.41 \$100.49 \$111.60 \$113.41 \$127.09 \$150.53 \$1 2020 2019/20 \$174.83 \$167.96 \$100.09 \$-100.09															\$125.81
Service Serv															\$129.40
RevPAR (\$) 1.5% 0.1% 1.00.0%					\$130.20	\$115.61	\$100.95	\$100.29	\$100.41	\$104.94	\$111.60	\$113.41	\$127.09	\$150.53	\$128.86
Reverse	2020	2019/20													\$171.40
Total Part			1.5%	0.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	33.0%
2016 2014/15 \$119.28 \$121.75 \$84.34 \$868.24 \$45.80 \$50.62 \$48.52 \$58.48 \$69.32 \$77.49 \$82.30 \$106.75 \$ 2017 2016/17 \$145.27 \$133.95 \$120.61 \$99.87.90 \$49.90 \$852.18 \$53.34 \$60.78 \$70.08 \$82.99 \$87.40 \$112.62 \$2.50 \$2019 \$2017/18 \$145.27 \$133.95 \$108.61 \$82.51 \$59.80 \$55.24 \$70.12 \$76.50 \$81.49 \$90.75 \$126.22 \$8.2019 \$2019/19 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.83 \$48.70 \$52.44 \$70.12 \$76.50 \$91.95 \$121.54 \$8.2019 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.83 \$48.70 \$52.44 \$70.12 \$76.50 \$91.95 \$121.54 \$8.2019 \$143.43 \$142.13 \$10.00 \$100.00	RevPAR (\$)													
2016 2015/16 \$136.58 \$126.41 \$99.13 \$74.99 \$49.98 \$52.18 \$59.89 \$58.34 \$60.78 \$70.08 \$82.99 \$87.40 \$112.64 \$\$ 2017 2016/17 \$145.57 \$133.95 \$108.61 \$82.51 \$59.89 \$58.23 \$51.98 \$59.26 \$74.02 \$72.2 \$9.66 \$120.27 \$20.18 \$145.33 \$140.65 \$101.08 \$78.96 \$50.81 \$82.91 \$46.80 \$55.60 \$76.05 \$81.49 \$90.75 \$126.22 \$\$ 2018 2017/18 \$150.15 \$150.15 \$150.06 \$101.08 \$78.96 \$50.81 \$82.91 \$46.80 \$55.60 \$77.02 \$76.50 \$91.95 \$126.22 \$\$ 2019/20 \$148.44 \$142.13 \$100.0% \$10															FY tota
2017 2016/17 \$145.27 \$133.95 \$108.61 \$82.51 \$59.86 \$50.81 \$52.91 \$46.80 \$55.60 \$76.05 \$81.49 \$90.75 \$126.22 \$8 2019 2018/19 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.81 \$52.91 \$46.80 \$55.60 \$76.05 \$81.49 \$90.75 \$126.22 \$\$ 2019 2018/19 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.83 \$48.70 \$52.44 \$70.12 \$76.50 \$91.95 \$121.54 \$\$ 2020 2019/20 \$148.44 \$142.13 \$\$ 2018 2018/19 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.83 \$48.70 \$52.44 \$70.12 \$76.50 \$91.95 \$121.54 \$\$ Supply Supply July August September October November December 2018/19 \$1.00 \$1.00 \$0.00 \$1.0															\$77.11
2018 2017/18 \$150.15 \$150.06 \$10.08 \$70.96 \$50.81 \$52.91 \$46.80 \$55.60 \$76.05 \$81.49 \$90.75 \$126.22 \$70.90 \$148.44 \$142.13 \$140.0% \$10															\$83.46
2019 2018/19 \$143.33 \$140.65 \$104.13 \$80.55 \$52.78 \$50.83 \$48.70 \$52.44 \$70.12 \$76.50 \$91.95 \$121.54 \$51.200 \$148.44 \$412.13 \$3.6% \$1.1% \$-100.0% \$															\$89.20
Supply															\$88.78
Supply S					\$104.13	\$80.55	\$52.78	\$50.83	\$48.70	\$52.44	\$70.12	\$76.50	\$91.95	\$121.54	\$86.02
Supply	2020	2019/20													\$145.29
2015 2014 15 87,575 87,575 88,170 91,109 88,170 91,109 82,292 91,109 81,70 91,109 81,70 91,109 82,292 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,109 81,70 91,09 81,00 81,00 81,00 81,00 81,00 81,00 81,00 81,00 81,00			3.6%	1.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	68.9%
2015 2014/15 87.575 87.575 88.170 91.109 88.170 91.109 91.109 92.29 91.109 88.170 91.109 88.170 1.066 2016 2015/16 91.109 91.109 88.170 91.109 98.8170 93.062 93.062 93.062 90.060 93.062 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 90.060 93.062 93.062 93.062 93.062 93.062 93.062 93.062 93.062 93.062 93.06	Supply														
2016 2015/16 91,109 91,109 88,170 91,109 88,170 93,062 93,062 90,060 93,062 90,060 1,086 2017 2016/17 85,095 85,870 86,397 86,397 86,397 76,866 86,397 86,790 86,897 86,997 76,866 86,397 86,997 86,997 76,866 86,397 86,997 86,997 76,866 86,397 86,997 86,997 86,997 86,997 86,997 86,997 86,997 86,997 86,999 96,689 93,570 93,570 96,689 93,570 96,689 93,570 96,689 93,570 96,689 93,57	Cuppiy														
2017 2016/17 85,085 85,870 83,070 86,397 88,381 88,620 89,745 89,745 89,745 81,060 89,745 86,850 89,745 90,420 1,055 2019 2018/19 93,434 93,434 90,420 93,434 93,570 96,689 96,689 93,570 96,689 93,57															
2018 2017/18 89,683 89,683 89,683 86,790 89,683 86,820 89,745 89,745 81,060 89,745 89,745 90,420 1,052 2019/20 96,689 96,	2015		87,575	87,575	88,170	91,109	88,170	91,109	91,109	82,292	91,109	88,170	91,109	88,170	1,065,667
2019 2019/20 96,689 93,434 93,434 90,420 93,434 93,570 96,689 96,689 97,370 96,689 93,570 96,779,879 97,158,277 98,891,000 96,891 93,570 96,879 97,158,277 98,891,000 97,0	2015 2016	2015/16	87,575 91,109	87,575 91,109	88,170 88,170	91,109 91,109	88,170 88,170	91,109 93,062	91,109 93,062	82,292 84,056	91,109 93,062	88,170 90,060	91,109 93,062	88,170 90,060	1,065,667 1,086,091
193 Demand July August September October November December January February March April May June Total	2015 2016 2017	2015/16 2016/17	87,575 91,109 85,095	87,575 91,109 85,870	88,170 88,170 83,070	91,109 91,109 86,397	88,170 88,170 83,610	91,109 93,062 86,397	91,109 93,062 86,397	82,292 84,056 76,860	91,109 93,062 86,397	88,170 90,060 86,790	91,109 93,062 86,397	88,170 90,060 86,790	1,065,667 1,086,091 1,020,070
Demand July August September October November Handle	2015 2016 2017 2018	2015/16 2016/17 2017/18	87,575 91,109 85,095 89,683	87,575 91,109 85,870 89,683	88,170 88,170 83,070 86,790	91,109 91,109 86,397 89,683	88,170 88,170 83,610 86,820	91,109 93,062 86,397 89,745	91,109 93,062 86,397 89,745	82,292 84,056 76,860 81,060	91,109 93,062 86,397 89,745	88,170 90,060 86,790 86,850	91,109 93,062 86,397 89,745	88,170 90,060 86,790 90,420	1,086,091 1,020,070 1,059,969
Demand July August September October November December January February March April May June Total 2015 2014/15 75,730 76,265 64,264 58,068 41,111 46,325 44,573 46,824 58,501 59,847 65,131 72,291 706 70,201 70,2	2015 2016 2017 2018 2019	2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434	87,575 91,109 85,870 89,683 93,434	88,170 88,170 83,070 86,790	91,109 91,109 86,397 89,683	88,170 88,170 83,610 86,820	91,109 93,062 86,397 89,745	91,109 93,062 86,397 89,745	82,292 84,056 76,860 81,060	91,109 93,062 86,397 89,745	88,170 90,060 86,790 86,850	91,109 93,062 86,397 89,745	88,170 90,060 86,790 90,420	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520
2015 2014/15 75,730 76,255 64,264 58,068 41,111 46,325 44,573 48,824 58,501 59,47 65,131 72,91 708 2016 2015/16 82,355 77,279 70,828 59,877 45,168 48,463 49,912 50,134 62,022 67,841 68,237 70,142 75,2201 70,2201	2015 2016 2017 2018 2019	2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434 96,689	87,575 91,109 85,870 89,683 93,434 96,689	88,170 88,170 83,070 86,790 90,420	91,109 91,109 86,397 89,683 93,434	88,170 88,170 83,610 86,820 93,570	91,109 93,062 86,397 89,745 96,689	91,109 93,062 86,397 89,745 96,689	82,292 84,056 76,860 81,060 87,332	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 86,850 93,570	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 90,420 93,570	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378
2015 2014/15 75,730 76,265 64,264 58,068 41,111 46,325 44,573 46,824 58,501 59,547 65,131 72,291 70,628 50,677 45,685 77,092 70,628 59,877 45,168 48,463 49,912 50,134 62,022 67,841 68,237 70,142 755,2017 2016/17 74,885 74,004 70,342 63,999 48,700 48,624 46,378 44,596 57,732 57,526 65,107 71,357 722 2018 2018/18 79,141 76,525 67,883 62,152 43,319 46,933 43,536 44,239 61,859 61,460 64,932 75,262 727 20,000 2019/20 82,092 81,822 75,564 45,59 14,000 10,000	2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434 96,689	87,575 91,109 85,870 89,683 93,434 96,689	88,170 88,170 83,070 86,790 90,420	91,109 91,109 86,397 89,683 93,434	88,170 88,170 83,610 86,820 93,570	91,109 93,062 86,397 89,745 96,689	91,109 93,062 86,397 89,745 96,689	82,292 84,056 76,860 81,060 87,332	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 86,850 93,570	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 90,420 93,570	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378
2016 2015/16 82.355 77.279 70.828 59.877 45.168 48.463 49.912 50.134 62.022 67.841 68.237 70.142 752 2018 2017/18 79.141 76.525 67.883 62.152 43.319 46.933 43.536 44.239 61.859 61.869 61.460 64.932 75.262 722 2019 2018/19 77.777 78.294 77.314 65.101 48.918 49.902 46.889 43.639 60.753 63.118 69.957 75.551 751 2020 2019/20 82.092 81.822 75.262 722 2019/20 82.092 81.822 75.262 722 2019/20 82.092 81.822 75.264 75.551 751 2019 2018/19 51.345.75 \$10.661.996 \$7.436.502 \$6.217.393 \$4.081.899 \$41.381.99 \$4.081.899 \$4.081.995 \$4.081	2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434 96,689 3.5%	87,575 91,109 85,870 89,683 93,434 96,689 3.5%	88,170 88,170 83,070 86,790 90,420 -100.0%	91,109 91,109 86,397 89,683 93,434 -100.0%	88,170 88,170 83,610 86,820 93,570 -100.0%	91,109 93,062 86,397 89,745 96,689	91,109 93,062 86,397 89,745 96,689	82,292 84,056 76,860 81,060 87,332	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 86,850 93,570	91,109 93,062 86,397 89,745 96,689	88,170 90,060 86,790 90,420 93,570 -100.0%	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8%
2017 2016/17 74,885 74,004 70,342 63,999 48,700 48,624 46,378 44,596 57,732 57,526 65,107 71,357 722 2019 2018/19 77,777 78,294 72,314 65,101 48,918 49,002 46,889 43,639 60,753 63,118 69,957 75,551 75,262 2019 2019/20 82,092 81,822 2019 2019/20 82,092 81,822 2019 2019/20 81,822 2019 2018/19 51,345,675 \$10,661,996 \$7,436,502 \$6,217,393 \$4,081,895 \$4,0	2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July	87,575 91,109 85,870 89,683 93,434 96,689 3.5%	88,170 88,170 83,070 86,790 90,420 -100.0%	91,109 91,109 86,397 89,683 93,434 -100.0%	88,170 88,170 83,610 86,820 93,570 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0%	82,292 84,056 76,860 81,060 87,332 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0%	88,170 90,060 86,790 86,850 93,570 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0%	88,170 90,060 86,790 90,420 93,570 -100.0%	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8%
2018 2017/18 79,141 76,525 67,883 62,152 43,319 46,933 43,536 44,239 61,869 61,460 64,932 75,262 727 2019 2019/20 82,092 81,822 75,262 727 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 82,092 81,822 75,261 755 2020 2019/20 81,822 41,825 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,822 81,822 81,823 81,822 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,822 81,823 81,822 81,822 81,823 81,822 81,822 81,823 81,822 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,823 81,822 81,822 81,823 81,822 81,823 81,822 81,822 81,822 81,823 81,822 81,822 81,822 81,823 81,822 8	2015 2016 2017 2018 2019 2020 Demand	2015/16 2016/17 2017/18 2018/19 2019/20	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July 75,730	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068	88,170 88,170 83,610 86,820 93,570 -100.0% November 41,111	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630
2019 2018/19 77,777 78,294 72,314 65,101 48,918 49,002 46,889 43,639 60,753 63,118 69,957 75,551 755 2020 2019/20 82,092 81,822 5.5% 4.5% -100.0% -100	2015 2016 2017 2018 2019 2020 Demand	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July 75,730 82,355	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877	88,170 88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630 752,258
2020 2019/20 82,092 81,822 5.5% 4.5% -100.0% -	2015 2016 2017 2018 2019 2020 Demand	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999	88,170 88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630 752,258 723,250
Second S	2015 2016 2017 2018 2019 2020 Demand	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 76,525	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152	88,170 88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630 752,258 723,250 727,241
Revenue (\$) Sulfar	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July 75,730 82,355 74,885 79,141 77,777	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004 76,525 78,294	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152	88,170 88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82,8% Total Year 708,630 752,258 723,250 727,241
September Sept	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July 75,730 82,355 74,885 79,141 77,777 82,092	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004 76,525 78,294 81,822	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883 72,314	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933 49,002	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932 69,957	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630 752,258 723,250 727,241 751,313 163,914
2015 2014/15 \$10,445,675 \$10,661,996 \$7,436,502 \$6,217,393 \$4,038,189 \$4,611,955 \$4,20,191 \$4,812,662 \$6,315,786 \$6,303,611 \$7,498,599 \$9,411,753 \$2,174 2016 \$2015/16 \$12,434,889 \$11,452,617 \$8,740,665 \$6,831,999 \$4,406,885 \$4,855,692 \$4,983,474 \$5,108,823 \$6,221,7390 \$8,335,254 \$9,744,422 \$9,625 \$4,996,569 \$5,006,012 \$4,983,415 \$4,983,474 \$5,028,115 \$6,288,158 \$8,404,747 \$10,384,949 \$9,941,753 \$4,4748,810 \$9,411,753 \$4,4748,810 \$4,983,453 \$4,983,453 \$4,998,459 \$4,998,459 \$6,268,158 \$8,040,747 \$10,384,949 \$9,941,753 \$4,4748,810 \$4,4748,810 \$4,198,469 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810 \$4,4748,810,810 \$4,4748,810 \$4,4748,	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20	87,575 91,109 85,095 89,683 93,434 96,689 3.5% July 75,730 82,355 74,885 79,141 77,777 82,092	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004 76,525 78,294 81,822	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883 72,314	91,109 91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933 49,002	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932 69,957	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82.8% Total Year 708,630 752,258 723,250 727,241 751,313 163,914
2016 2015/16 512,443,859 \$11,426,377 \$8,740,665 \$6,831,969 \$4,406,885 \$4,855,602 \$4,991,220 \$6,821,415 \$7,473,980 \$8,132,254 \$9,744,142 90,650 2018 2017/18 \$13,465,723 \$13,465,725 \$31,457,755 \$8,773,145 \$7,081,550 \$4,411,642 \$4,748,810 \$4,199,846 \$4,507,216 \$6,825,273 \$7,077,819 \$8,143,254 \$9,046,441 \$4,108,810 \$4,199,846 \$4,507,216 \$6,825,273 \$7,077,819 \$8,143,196 \$11,412,716 \$4,102 \$4,102 \$4,199,846 \$4,507,216 \$6,825,273 \$7,077,819 \$8,143,196 \$11,412,716 \$4,102 \$4,	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20	87.575 91.109 85.095 89.683 93.434 96.689 3.5% July 75.730 62.355 74.885 79.141 77.777 82.092 5.5%	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004 76,525 78,294 81,822 4,5%	88,170 88,170 83,070 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883 72,314 -100.0%	91,109 91,109 96,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0%	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933 49,002 -100.0%	91,10 ⁹ 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753	88,170 90,060 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932 69,957	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0%	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 82.8% Total Year 708,630 752,258 723,250 727,241 751,313 163,914 -78.2%
2017 2016/17 \$12,361,999 \$11,502,123 \$9,025,094 \$7,359,527 \$4,976,569 \$5,006,012 \$4,991,220 \$4,624,774 \$6,395,115 \$6,268,158 \$8,404,747 \$10,348,994 \$9,985 2018 \$2017/18 \$13,461,577,55 \$8,775,3145 \$7,081,550 \$4,411,642 \$4,748,810 \$4,748,810 \$6,262,573 \$6,278,7819 \$8,134,916 \$11,412,716 \$9,085 2018 2018/19 \$13,391,449 \$13,141,856 \$9,415,235 \$7,526,413 \$4,938,253 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 \$9,813,414,812,769 \$1,362,414 \$13,742,695 \$4,938,253 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 \$9,813,414,812,814 \$1,372,751 \$1,372,751 \$2,609 \$2,609 \$2,609 \$2,609 \$2,609 \$2,609 \$4,708,301 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 \$6,809,602 \$6,809,602 \$6,779,879	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2015/16 2015/16 2016/17 2017/18 2018/19 2019/20	87,575 91,109 85,095 99,683 93,434 96,689 3.5% July 75,730 82,355 74,885 79,141 77,777 82,092 5.5% July	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 81,822 4,5% August	88,170 83,070 86,790 86,790 90,420 -100.0% September 64,264 70,828 70,342 67,883 72,314 -100.0%	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0%	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0%	91.109 93.062 86.397 89.745 96.689 -100.0% December 46.325 48.624 46.923 49.002 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 44,596 44,239 43,639 -100.0%	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932 69,957 -100.0%	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551	1,065,867 1,086,091 1,020,070 1,059,969 1,125,520 193,378 82.8% Total Year 708,630 752,258 723,250 727,241 751,313 163,914 78.2%
2018 2017/18 513,465,723 \$13,457,755 \$8,773,145 \$7,081,550 \$4,411,642 \$4,788,810 \$4,199,846 \$4,507,216 \$6,825,273 \$7,077,819 \$8,143,916 \$11,412,716 94,106 2019 2018/19 \$13,391,449 \$13,3141,856 \$9,415,235 \$7,526,413 \$4,938,253 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,810,004 \$11,372,751 96,817 2020 2019/20 \$14,352,414 \$13,742,695 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,810,004 \$11,372,751 96,817 2020 \$2019/20 \$14,352,414 \$13,742,695 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 96,817 2020 \$2019/20 \$14,352,414 \$13,742,695 \$13,352,414 \$13,742,695 \$13,352,414 \$13,742,695	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020 Revenue (\$	2015/16 2016/17 2017/18 2018/19 2019/20 2015/16 2016/17 2017/18 2018/19 2019/20	87.575 91.109 85.095 89.683 93.434 96.689 3.5% July 75.730 82.355 74.885 79.141 77.777 82.092 5.5% July \$110.445,675	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 81,822 4,5% August \$1,822 4,5%	88,170 88,170 83,070 90,420 -100.0% September 64,264 70,828 70,342 -100.0% September 84,364 -100.0%	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0% October	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0%	91.109 93.062 86.397 89.745 96.689 -100.0% December 46.325 48.624 46.933 49.002 -100.0% December	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January \$4,420,191	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639 -100.0% February \$4,812,662	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753 -100.0% March \$6,315,786	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,803,611	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 64,932 69,957 -100.0% May \$7,488,569	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,411,753	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82,8% Total Yea 708,630 752,258 723,250 727,241 751,313 163,914 -78,2% Total Yea 82,174,262
2019 2018/19 \$13,391,449 \$13,141,856 \$9,415,235 \$7,526,413 \$4,938,253 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 96,817 \$2020 \$2191920 \$14,352,414 \$13,742,695 \$4,914,442 \$4,708,301 \$4,579,657 \$6,779,879 \$7,158,277 \$8,891,004 \$11,372,751 96,817 \$4,000 \$11,372,751	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020 Revenue (\$	2015/16 2016/17 2017/18 2018/19 2019/20 2015/16 2015/16 2016/17 2017/18 2018/19 2019/20 2015/16	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141 77,777 82,092 5,5% July \$10,445,675 \$112,443,859	87,575 91,109 85,870 89,683 93,434 96,689 3.5% August 76,265 77,279 74,004 76,525 78,294 81,822 4.5% August \$10,661,996	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,342 67,883 72,314 -100.0% September \$7,436,502 \$8,740,665	91,109 86,397 89,683 93,434 -100.0% October 58,088 59,877 63,999 62,152 65,101 -100.0% October \$6,217,393	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0% November \$4,038,189 \$4,406,885	91.109 93.062 86,397 89,745 96,689 -100.0% December 46,325 48,624 46,933 49,002 -100.0% December \$4,611,935 \$4,855,692	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January \$4,420,191 \$4,963,474	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 44,596 44,239 43,639 -100.0% February \$4,812,662 \$5,108,823	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 62,022 57,732 61,859 60,753 -100.0% March \$6,315,786 \$6,521,415	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,303,611 \$7,473,980	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 65,107 64,932 69,957 -100.0% May \$7,488,569 88,133,254	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,411,753 \$9,744,142	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82,89 Total Yea 708,630 752,258 723,250 727,241 751,313 163,914 -78,29 Total Yea 82,174,622 90,650,535
2020 2019/20 \$14,352,414 \$13,742,695 28,095	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020 Revenue (\$ 2015 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20 3015/16 2015/16 2015/16 2015/16	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141 77,777 82,092 5,5% July \$10,445,675 \$12,443,859	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 76,525 78,294 81,822 4,5% August \$1,426,377 \$11,502,123	88,170 88,170 83,070 90,420 -100.0% September 64,264 70,828 70,342 67,883 72,314 -100.0% September 87,436,502 88,740,665	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0% October \$6,217,393 \$6,831,969 \$7,359,527	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0% November \$4,038,189 \$4,406,885	91.109 93.062 86.397 89.745 96.689 -100.0% December 46.325 48.624 46.933 49.002 -100.0% December \$4.611,935 \$4,855,692	91,109 93,062 86,397 89,745 96,689 -100.0% January 44,573 43,536 46,889 -100.0% January \$4,420,191 \$4,963,474	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 44,596 44,239 43,639 -100.0% February \$4,812,662 \$5,108,823 \$4,624,774	91,109 93,062 86,397 89,745 96,689 -100.0% March 58,501 60,753 -100.0% March \$6,315,786 \$6,315,788 \$6,351,15	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,303,611 \$7,473,980	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 64,932 69,957 -100.0% May \$7,488,569 \$8,133,254	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,411,753 \$9,744,142	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82,8% Total Year 708,630 752,258 723,250 727,241 751,313 163,914 -78,2% Total Year 82,174,262 90,650,555
	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2020 Revenue (\$ 2015 2016 2017 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20 3015/16 2016/17 2015/16 2016/17 2017/18	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141 77,777 82,092 5,5% July \$10,445,675 \$12,443,859 \$12,438,859 \$12,361,999	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 76,525 78,294 81,822 4.5% August \$10,661,996 \$11,426,377 \$11,502,123 \$13,457,755	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,342 67,883 72,314 -100.0% September \$7,436,502 \$8,740,665 \$9,025,094	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0% October \$6,217,393 \$6,831,969 \$7,385,527 \$7,081,555	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0% November \$4,038,189 \$4,406,885 \$4,476,569	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933 49,002 -100.0% December \$4,611,935 \$4,855,692 \$5,006,012	91,10 ⁹ 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January \$4,420,191 \$4,993,474 \$4,991,220	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639 -100.0% February \$4,812,662 \$5,108,823 \$4,624,774	91,109 93,062 86,397 89,745 96,689 -100.0% March 62,022 57,732 61,859 60,753 -100.0% March \$6,315,786 \$6,825,173	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,303,611 \$7,473,980 \$6,268,158	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 -100.0% May \$7,488,569 \$8,133,254 \$8,040,747	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,441,753 \$9,744,142 \$10,438,494 \$11,412,716	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 82,8% Total Yean 708,630 752,258 723,250 727,241 751,313 163,914 -78,2% Total Yean 82,174,262 90,650,55 90,989,832
	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020 Revenue (\$ 2015 2016 2017 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2015/16 2016/17 2017/18	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141 77,777 82,092 5,5% S12,443,859 \$12,361,999 \$13,465,723 \$13,391,449	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 76,525 78,294 4,5% August \$10,661,996 \$11,426,377 \$11,502,123 \$13,457,755 \$13,141,856	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,342 67,883 72,314 -100.0% September \$7,436,502 \$8,740,665 \$9,025,094	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0% October \$6,217,393 \$6,831,969 \$7,385,527 \$7,081,555	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0% November \$4,038,189 \$4,406,885 \$4,476,569	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,624 46,933 49,002 -100.0% December \$4,611,935 \$4,855,692 \$5,006,012	91,10 ⁹ 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January \$4,420,191 \$4,993,474 \$4,991,220	82,292 84,056 76,860 81,060 87,332 -100.0% February 46,824 50,134 44,596 44,239 43,639 -100.0% February \$4,812,662 \$5,108,823 \$4,624,774	91,109 93,062 86,397 89,745 96,689 -100.0% March 62,022 57,732 61,859 60,753 -100.0% March \$6,315,786 \$6,825,173	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,303,611 \$7,473,980 \$6,268,158	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 -100.0% May \$7,488,569 \$8,133,254 \$8,040,747	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,441,753 \$9,744,142 \$10,438,494 \$11,412,716	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 -82,8% Total Year 708,630 752,258 722,258 722,241 751,313 163,914 -78,2% Total Year 82,174,262 90,650,535 90,989,832 94,105,411 96,817,517
-100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0%	2015 2016 2017 2018 2019 2020 Demand 2015 2016 2017 2018 2019 2020 Revenue (\$ 2015 2016 2017 2016 2017 2018 2019 2020	2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2017/18 2018/19 2019/20 2014/15 2015/16 2016/17 2015/16 2016/17 2017/18	87,575 91,109 85,095 89,683 93,434 96,689 3,5% July 75,730 82,355 74,885 79,141 77,777 82,092 5,5% July \$10,445,675 \$12,443,859 \$12,361,999 \$13,465,723 \$13,391,449	87,575 91,109 85,870 89,683 93,434 96,689 3,5% August 76,265 77,279 74,004 76,525 78,294 81,822 4,5% August \$10,661,996 \$11,426,377 \$11,502,123 \$13,467,75 \$13,141,856	88,170 83,070 86,790 90,420 -100.0% September 64,264 70,382 67,883 72,314 -100.0% September \$7,436,502 \$8,740,665 \$9,025,094 \$8,773,145 \$9,415,235	91,109 86,397 89,683 93,434 -100.0% October 58,068 59,877 63,999 62,152 65,101 -100.0% October \$6,217,393 \$6,831,969 \$7,359,527 \$7,081,555 \$7,081,555	88,170 83,610 86,820 93,570 -100.0% November 41,111 45,168 48,700 43,319 48,918 -100.0% November \$4,038,189 \$4,406,885 \$4,476,589 \$4,411,642 \$4,938,253	91,109 93,062 86,397 89,745 96,689 -100.0% December 46,325 48,463 48,693 49,002 -100.0% December \$4,611,935 \$4,855,692 \$5,006,012 \$4,748,810 \$4,914,442	91,10 ⁹ 93,062 86,397 89,745 96,689 -100.0% January 44,573 49,912 46,378 43,536 46,889 -100.0% January \$4,420,191 \$4,993,474 \$4,991,220 \$4,199,846 \$4,199,801	82.292 84.056 76.860 81.060 87.332 -100.0% February 46.824 50.134 44.596 44.239 43.639 -100.0% February \$4.812.662 \$5.108.823 \$4.624,774 \$4.507,216 \$4.577,657	91,109 93,062 86,397 89,745 96,689 -100.0% March 62,022 57,732 61,859 60,753 -100.0% March \$6,315,786 \$6,521,415 \$6,9395,115 \$6,825,273 \$6,779,879	88,170 90,060 86,790 86,850 93,570 -100.0% April 59,547 67,841 57,526 61,460 63,118 -100.0% April \$6,303,611 \$7,473,980 \$6,268,158 \$7,077,819 \$7,158,277	91,109 93,062 86,397 89,745 96,689 -100.0% May 65,131 68,237 -100.0% May \$7,498,669 \$8,133,254 \$8,040,747 \$8,143,916 \$8,891,004	88,170 90,060 86,790 90,420 93,570 -100.0% June 72,291 70,142 71,357 75,262 75,551 -100.0% June \$9,441,753 \$9,744,142 \$10,438,494 \$11,412,716 \$11,372,751	1,065,667 1,086,091 1,020,070 1,059,969 1,125,520 193,378 82,8% Total Yean 708,630 752,258 723,250 727,241 751,313 163,914 -78,2% Total Yean 82,174,262 90,650,55 90,989,832

AirDNA Vacation Rental Lodging Data

Occupancy	v (%)													
	()	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY total
2015	2014/15				43.0%	35.9%	40.8%	33.1%	37.8%	43.0%	43.7%	41.1%	55.3%	41.5%
2016	2015/16	73.7%	63.9%	43.3%	40.2%	34.1%	43.7%	35.7%	42.7%	48.7%	47.7%	42.5%	60.2%	48.0%
2017	2016/17	72.0%	67.3%	60.4%	50.3%	41.7%	51.3%	41.8%	43.4%	47.0%	42.8%	42.3%	55.2%	51.3%
2018	2017/18	69.0%	62.6%	54.4%	48.4%	41.1%	45.7%	42.7%	46.0%	49.5%	52.1%	53.5%	61.1%	52.2%
2019	2018/19	74.2%	69.0%	61.1%	48.4%	43.0%	52.7%	43.5%	46.7%	51.9%	50.4%	49.3%	59.6%	54.2%
2020	2019/20	65.1%	71.8%											68.5%
		-12.3%	4.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	
ADR (\$)														
	2014/15	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY total
2015	2015/16	\$168.85	\$170.54	6400.00	\$138.04 \$152.51	\$138.67	\$147.83 \$206.43	\$138.64	\$137.52	\$143.06	\$138.49	\$152.88	\$158.83	\$143.77
2016				\$162.96		\$183.93		\$189.20	\$192.16	\$196.96	\$181.31	\$201.41	\$211.66	\$184.83
2017	2016/17	\$220.95	\$218.37 \$270.56	\$211.63	\$184.42 \$194.72	\$192.77	\$205.02 \$226.08	\$205.02	\$200.92	\$198.71	\$202.23	\$208.24	\$236.59	\$207.07
2018 2019	2017/18 2018/19	\$255.61 \$257.19	\$270.56	\$222.98 \$209.81	\$188.02	\$211.25 \$203.14	\$258.78	\$190.96	\$191.67 \$244.56	\$198.68 \$238.20	\$205.55 \$226.70	\$259.27 \$238.49	\$235.70 \$243.92	\$221.92 \$232.71
2020	2019/20	\$261.69	\$260.79	\$209.01	\$100.02	\$203.14	Φ230.70	\$247.63	\$244.50	\$230.20	\$220.70	\$230.49	\$243.92	
2020	2019/20	1.7%	10.5%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	\$261.24
RevPAR (\$	1	1.7 70	10.5 %	-100.078	=100.078	=100.076	-100.078	-100.0%	-100.076	=100.078	-100.078	-100.078	=100.078	
ICVI AIL (\$,	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY total
2015	2014/15				\$59.33	\$49.74	\$60.26	\$45.84	\$52.00	\$61.57	\$60.51	\$62.86	\$87.83	\$59.99
2016	2015/16	\$124.39	\$108.97	\$70.60	\$61.35	\$62.74	\$90.29	\$67.61	\$82.01	\$95.85	\$86.54	\$85.66	\$127.42	\$88.62
2017	2016/17	\$159.07	\$147.00	\$127.88	\$92.82	\$80.42	\$120.07	\$85.66	\$87.21	\$93.30	\$86.60	\$88.19	\$130.50	\$108.23
2018	2017/18	\$176.46	\$169.39	\$121.39	\$94.18	\$86.73	\$103.32	\$81.62	\$88.17	\$98.44	\$107.11	\$138.81	\$143.91	\$117.46
2019	2018/19	\$190.89	\$162.79	\$128.17	\$91.00	\$87.33	\$136.39	\$107.78	\$114.15	\$123.68	\$114.36	\$117.67	\$145.33	\$126.63
2020	2019/20	\$170.24	\$187.34											\$178.79
		-10.8%	15.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	
Supply - Li	sting Nights													
		July	August	September	October	November	December	January	February	March	April	May	June	Total Year
2015	2014/15				2,436	2,523	2,946	2,925	2,357	2,895	2,442	3,057	2,971	24,552
2016	2015/16	3,213	3,637	3,481	3,883	5,127	6,269	6,733	6,378	6,567	6,160	8,128	7,784	67,360
2017	2016/17	8,323	8,426	8,380	7,572	7,857	9,508	9,579	10,729	13,726	12,760	15,642	17,858	130,360
2018	2017/18	21,410	26,114	21,215	17,445	16,760	21,142	16,824	15,700	17,108	17,271	22,003	21,891	234,883
2019	2018/19	24,956	25,396	22,525	20,563	17,993	23,304	25,235	23,491	25,550	26,607	28,882	31,294	295,796
2020	2019/20	33,293	35,076											68,369
Booked - I	isting Night.	s .												
Booked - E	.ioting Mgilt	July	August	September	October	November	December	January	February	March	April	May	June	Total Year
2015	2014/15				1,047	905	1,201	967	892	1,246	1,067	1,257	1,643	10,225
2016	2015/16	2,367	2,324	1 500	1,562	1,749	2,742	2,406	2,722	3,196	2,940	3,457	4,686	31,659
2017	2016/17			1,508 5.064						6.445			9.850	65.733
2017 2018		5,992	5,672	5,064	3,811	3,278	4,874	4,002	4,657	6,445 8,477	5,464	6,624	9,850 13,366	65,733 124,696
2017 2018 2019	2016/17 2017/18 2018/19									6,445 8,477 13,266			9,850 13,366 18,645	65,733 124,696 161,297
2018	2017/18	5,992 14,780	5,672 16,349	5,064 11,550	3,811 8,438	3,278 6,881	4,874 9,662	4,002 7,191	4,657 7,222	8,477	5,464 9,000	6,624 11,780	13,366	124,696
2018 2019 2020	2017/18 2018/19 2019/20	5,992 14,780 18,522	5,672 16,349 17,515	5,064 11,550	3,811 8,438	3,278 6,881	4,874 9,662	4,002 7,191	4,657 7,222	8,477	5,464 9,000	6,624 11,780	13,366	124,696 161,297
2018 2019	2017/18 2018/19 2019/20	5,992 14,780 18,522 21,658	5,672 16,349 17,515 25,197	5,064 11,550 13,760	3,811 8,438 9,952	3,278 6,881 7,735	4,874 9,662 12,282	4,002 7,191 10,983	4,657 7,222 10,965	8,477 13,266	5,464 9,000 13,422	6,624 11,780 14,250	13,366 18,645	124,696 161,297 46,855
2018 2019 2020 Revenue (\$	2017/18 2018/19 2019/20	5,992 14,780 18,522	5,672 16,349 17,515	5,064 11,550	3,811 8,438 9,952 October	3,278 6,881 7,735 November	4,874 9,662 12,282 December	4,002 7,191 10,983 January	4,657 7,222 10,965 February	8,477 13,266 March	5,464 9,000 13,422 April	6,624 11,780 14,250 May	13,366 18,645 June	124,696 161,297 46,855 Total Year
2018 2019 2020 Revenue (\$	2017/18 2018/19 2019/20 5)	5,992 14,780 18,522 21,658	5,672 16,349 17,515 25,197	5,064 11,550 13,760 September	3,811 8,438 9,952 October \$144,528	3,278 6,881 7,735 November \$125,496	4,874 9,662 12,282 December \$177,544	4,002 7,191 10,983 January \$134,065	4,657 7,222 10,965 February \$122,668	8,477 13,266 March \$178,253	5,464 9,000 13,422 April \$147,769	6,624 11,780 14,250 May \$192,170	13,366 18,645 June \$260,958	124,696 161,297 46,855 Total Year \$ 1,483,450.22
2018 2019 2020 Revenue (\$	2017/18 2018/19 2019/20 5) 2014/15 2015/16	5,992 14,780 18,522 21,658 July \$399,668	5,672 16,349 17,515 25,197 August \$396,335	5,064 11,550 13,760 September \$245,744	3,811 8,438 9,952 October \$144,528 \$238,221	3,278 6,881 7,735 November \$125,496 \$321,694	4,874 9,662 12,282 December \$177,544 \$566,031	4,002 7,191 10,983 January \$134,065 \$455,215	4,657 7,222 10,965 February \$122,668 \$523,060	8,477 13,266 March \$178,253 \$629,484	5,464 9,000 13,422 April \$147,769 \$533,051	6,624 11,780 14,250 May \$192,170 \$696,274	13,366 18,645 June \$260,958 \$991,839	124,696 161,297 46,855 Total Year \$ 1,483,450.22 \$ 5,996,615.25
2018 2019 2020 Revenue (\$ 2015 2016 2017	2017/18 2018/19 2019/20 5) 2014/15 2015/16 2016/17	5,992 14,780 18,522 21,658 July \$399,668 \$1,323,932	5,672 16,349 17,515 25,197 August \$396,335 \$1,238,595	5,064 11,550 13,760 September \$245,744 \$1,071,694	3,811 8,438 9,952 October \$144,528 \$238,221 \$702,825	3,278 6,881 7,735 November \$125,496 \$321,694 \$631,900	4,874 9,662 12,282 December \$177,544 \$566,031 \$999,267	4,002 7,191 10,983 January \$134,065 \$455,215 \$820,490	4,657 7,222 10,965 February \$122,668 \$523,060 \$935,684	8,477 13,266 March \$178,253 \$629,484 \$1,280,686	5,464 9,000 13,422 April \$147,769 \$533,051 \$1,104,985	6,624 11,780 14,250 May \$192,170 \$696,274 \$1,379,382	13,366 18,645 June \$260,958 \$991,839 \$2,330,412	124,696 161,297 46,855 Total Year \$ 1,483,450.22 \$ 5,996,615.25 \$ 13,819,851.93
2018 2019 2020 Revenue (\$ 2015 2016 2017 2018	2017/18 2018/19 2019/20 5) 2014/15 2015/16 2016/17 2017/18	5,992 14,780 18,522 21,658 July \$399,668 \$1,323,932 \$3,777,916	5,672 16,349 17,515 25,197 August \$396,335 \$1,238,595 \$4,423,385	5,064 11,550 13,760 September \$245,744 \$1,071,694 \$2,575,419	3,811 8,438 9,952 October \$144,528 \$238,221 \$702,825 \$1,643,047	3,278 6,881 7,735 November \$125,496 \$321,694 \$631,900 \$1,453,611	4,874 9,662 12,282 December \$177,544 \$566,031 \$999,267 \$2,184,385	4,002 7,191 10,983 January \$134,065 \$455,215 \$820,490 \$1,373,193	4,657 7,222 10,965 February \$122,668 \$523,060 \$935,684 \$1,384,241	8,477 13,266 March \$178,253 \$629,484 \$1,280,686 \$1,684,210	5,464 9,000 13,422 April \$147,769 \$533,051 \$1,104,985 \$1,849,950	6,624 11,780 14,250 May \$192,170 \$696,274 \$1,379,382 \$3,054,201	13,366 18,645 June \$260,958 \$991,839 \$2,330,412 \$3,150,366	124,696 161,297 46,855 Total Year \$ 1,483,450.22 \$ 5,996,615.25 \$ 13,819,851.93 \$ 28,553,925.07
2018 2019 2020 Revenue (\$ 2015 2016 2017	2017/18 2018/19 2019/20 5) 2014/15 2015/16 2016/17	5,992 14,780 18,522 21,658 July \$399,668 \$1,323,932	5,672 16,349 17,515 25,197 August \$396,335 \$1,238,595	5,064 11,550 13,760 September \$245,744 \$1,071,694	3,811 8,438 9,952 October \$144,528 \$238,221 \$702,825	3,278 6,881 7,735 November \$125,496 \$321,694 \$631,900	4,874 9,662 12,282 December \$177,544 \$566,031 \$999,267	4,002 7,191 10,983 January \$134,065 \$455,215 \$820,490 \$1,373,193	4,657 7,222 10,965 February \$122,668 \$523,060 \$935,684 \$1,384,241	8,477 13,266 March \$178,253 \$629,484 \$1,280,686	5,464 9,000 13,422 April \$147,769 \$533,051 \$1,104,985	6,624 11,780 14,250 May \$192,170 \$696,274 \$1,379,382	3,366 18,645 June \$260,958 \$991,839 \$2,330,412 \$3,150,366 \$4,547,888	124,696 161,297 46,855 Total Year \$ 1,483,450.22 \$ 5,996,615.25 \$ 13,819,851.93

City of Bend TRT Collections

3				
	FY18/19	CHANGE	FY19/20	CHANGE
\$	1,392,621	-1.6%	\$ 1,576,080	13.2%
\$	1,343,926	-0.3%	\$ 1,401,187	4.3%
\$	945,580	15.2%		-100.0%
\$	734,036	12.8%		-100.0%
\$	495,457	16.2%		-100.0%
\$	567,940	12.0%		-100.0%
\$	554,007	16.4%		-100.0%
\$	533,904	6.8%	i i	-100.0%
\$	741,513	10.1%	2	-100.0%
\$	737,773	6.8%		-100.0%
\$	915,959	14.0%		-100.0%
\$	1,210,933	11.9%		-100.0%
\$	2,736,547	-1.0%	\$ 2,977,267	8.8%
\$	10,173,649	8.3%	\$ 2,977,267	-70.7%

Deschutes County TRT Collections

FY 18/19	CHANGE	FY19/20	CHANGE
\$ 1,667,996	10.1%	\$ 1,748,181	4.8%
\$ 1,413,522	-3.7%		-100.0%
\$ 610,968	15.5%		-100.0%
\$ 364,516	-7.5%		-100.0%
\$ 286,147	7.2%		-100.0%
\$ 472,507	12.1%		-100.0%
\$ 414,665	31.5%		-100.0%
\$ 351,432	26.7%		-100.0%
\$ 343,289	-15.7%	1	-100.0%
\$ 406,383	48.9%	1	-100.0%
\$ 524,883	29.2%		-100.0%
\$ 973,143	27.7%		-100.0%
\$ 1,667,996	10.1%	\$ 1,748,181	4.8%
\$ 7,829,451	11.3%	\$ 1,748,181	-77.7%

OVERVIEW

Goals:

- **Increase TRT 4.0%+ YOY** by generating overnight stays
- Increase repeat visitor web traffic through landing page visits

Target markets:

- Primary: SEA, PDX, SF/SJ
- Secondary: other 8-hour drives from Bend

Audiences:

- Families: Married women, 25-44, HH \$100k+, 1 or more child at home
- Friends: Single 25-44, Male/Female, \$50k individual

Timeframe: Oct through April

- 10th Month Oct
- Ale Trail: Oct-Nov
- Winter: Nov-Mar
- Spring: Mar-Apr

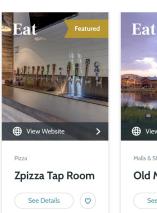


Featured View Website Coffee Shops **Riff Taproom** See Details

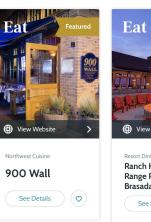
VisitBend.com















0

Resort

See Details



